

Subject: RE: Lease-BID 1150 Hope 7-18-18.pdf

From: Robert Buente </O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=C7B1814176124B59B21D8FDA30E507D8-BBUENTE>

Date: 07/23/2018 03:45 PM

To: Channing Henry <channing.henry@gmail.com>, Ellen Riotto <ellen@southpark.la>

CC: Robin Bieker <robin@biekerco.com>, Daniel Taban <daniel@jadeent.com>

Would we be stretching it to ask for a reimbursement of a portion of our TI's if he sells? I'm thinking:

Sale in Lease Yr 1	100%
Sale in Lease Yr 2	80%
Sale in Lease Yr 3	60%
Sale in Lese Yr 4	40%
Sale In Lease Yr 5 + 1st Extension	20%

Robert Buente

President/CEO

1010 Development Corporation

1001 South Hope Street

Los Angeles, CA 90015

213-749-0214 x202

bbuente@1010dev.org

From: Channing Henry <channing.henry@gmail.com>

Sent: Monday, July 23, 2018 3:41 PM

To: Ellen Riotto <ellen@southpark.la>

Cc: Robin Bieker <robin@biekerco.com>; Daniel Taban <daniel@jadeent.com>; Robert Buente <bbuente@1010dev.org>

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Yes, I hear you. Daniel, you lease out a lot of properties. What do you think?

It seems like a great deal of unnecessary risk after making that size investment in his building. Is the broker actually acting in our best interest? Maybe you can ask to have a conversation directly with him about this matter - she can be on the phone if she wants. Maybe its good to have one or more of your Board members also join in on that.

On Jul 23, 2018, at 2:41 PM, Ellen Riotto <ellen@southpark.la
<<mailto:ellen@southpark.la>> > wrote:

Avg of the proposals we've received thus far is about \$250k, but we'll know for sure once we receive construction documents from our architect. I'm asking our accountant what we put into the 1333 S Hope space when we moved back in April 2015. When I spoke with him about it last week he couldn't remember the total amt off-hand but recalled that it was "a lot." We never saw any compensation from that deal.

I completely understand the commitment to protecting the community taxpayers' dollars - I'm also afraid that the owner going to pull the plug on negotiations entirely and we'll be back at square one with no plan B.

From: Channing Henry <channing.henry@gmail.com <<mailto:channing.henry@gmail.com>> >
Date: Monday, July 23, 2018 at 2:21 PM
To: Ellen Riotto <ellen@southpark.la <<mailto:ellen@southpark.la>> >
Cc: Robin Bieker <robin@biekerco.com <<mailto:robin@biekerco.com>> >, Daniel Taban <daniel@jadeent.com <<mailto:daniel@jadeent.com>> >, "bbuente@1010dev.org <<mailto:bbuente@1010dev.org>> " <bbuente@1010dev.org <<mailto:bbuente@1010dev.org>> >
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How much money are we putting in for TI's generally? It should be a reimbursement of costs at a minimum - and something for the hassle and time wasted on top. Should not be a problem - and it's not an overask - if he does sell and he would be getting the value of our equity investment in his property in that sale value. It's very reasonable and you can couch it in terms of protecting the community taxpayers' dollars into the BID. We can't be irresponsible with our investment.

Channing Elise Henry
Alma Development and Advisory
channing@almadevelopment.com <<mailto:channing@almadevelopment.com>>
917-270-3140

On Jul 23, 2018, at 2:17 PM, Ellen Riotto <ellen@southpark.la> <<mailto:ellen@southpark.la>> wrote:

Just spoke with Anita. She's says the owner is ready to move on from these negotiations; there's no chance we're going to get a payment out of him if he exercises early termination. I suggested a counter of additional time (24 months instead of 12) and cost of moving expenses. She says he might move on that.

She reiterated that he's not a seller – I said I needed more insurance than that.

The fact is: this is our only option at this point. I think we have to be open to considering dropping the early termination fee if he's unwilling to accept.

From: Ellen Riotto <ellen@southpark.la <<mailto:ellen@southpark.la>> >
Date: Monday, July 23, 2018 at 1:47 PM
To: Robin Bieker <robin@biekerco.com <<mailto:robin@biekerco.com>> >, "daniel@jadeent.com <<mailto:daniel@jadeent.com>> " <daniel@jadeent.com <<mailto:daniel@jadeent.com>> >, "channing@almadevelopment.com <<mailto:channing@almadevelopment.com>> " <channing@almadevelopment.com <<mailto:channing@almadevelopment.com>> >, "bbuente@1010dev.org <<mailto:bbuente@1010dev.org>> " <bbuente@1010dev.org <<mailto:bbuente@1010dev.org>> >
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So we're all on the same page.

\$200 seemed aggressive to me too. I'll call Anita to see what seems more reasonable

Ellen Riotto

Executive Director

South Park BID

1100 S Flower St, #3400, Los Angeles, CA 90015 <x-apple-data-detectors://0/1>

o. 213-663-1112 <tel:213-663-1112>

24/7 <x-apple-data-detectors://1> : 866-560-9346 <tel:866-560-9346>

Sent from my iPhone

Begin forwarded message:

From: Anita Artukovich <amartukovich@lee-associates.com
<<mailto:amartukovich@lee-associates.com>> >
Date: July 23, 2018 at 1:43:09 PM PDT
To: Ellen Riotto <ellen@southpark.la <<mailto:ellen@southpark.la>> >
Cc: Robin Bieker <robin@biekerco.com <<mailto:robin@biekerco.com>>
>, Peter Bacci <pbacci@lee-associates.com <<mailto:pbacci@lee-associates.com>> >, Diana
Ochoa <dochoa@lee-associates.com <<mailto:dochoa@lee-associates.com>> >
Subject: RE: Lease-BID 1150 Hope 7-18-18.pdf

Ellen, please call me ASAP. Marvin will not counter your response – the early termination during the option period was much too aggressive Ellen. You and I did not discuss the particulars of what you were going to request, and he will not accept those terms, which I wouldn't expect him to honestly.

Best Regards,

Anita M. Artukovich
Principal
Lee & Associates | Inc.

D 323.767.2103
O 323.720.8484
F 323.767.2056
M 213.595.8484

amartukovich@lee-associates.com <<mailto:amartukovich@lee-associates.com>>
[associates.com](mailto:amartukovich@lee-associates.com)>

Corporate ID 01125429 | License ID 00851588
500 Citadel Dr, | Suite 140
Los Angeles, CA 90040

From: Ellen Riotto [<mailto:ellen@southpark.la>
<<mailto:ellen@southpark.la>>]
Sent: Monday, July 23, 2018 10:35 AM
To: Anita Artukovich <amartukovich@lee-associates.com
<<mailto:amartukovich@lee-associates.com>> >
Cc: Robin Bieker <robin@biekerco.com <<mailto:robin@biekerco.com>>
>, Peter Bacci <pbacci@lee-associates.com <<mailto:pbacci@lee-associates.com>> >, Diana
Ochoa <dochoa@lee-associates.com <<mailto:dochoa@lee-associates.com>> >
Subject: Re: Lease-BID 1150 Hope 7-18-18.pdf

Hi Anita,

Please see attached for our counter and let me know if you have any questions. Also, can you please provide parking accommodations, per item #14.

Thanks,

Ellen

Ellen Riotto

Executive Director

<image001.png>

South Park Business Improvement District

1100 S Flower St, Suite #3400, Los Angeles, CA 90015

ellen@southpark.la <<mailto:ellen@southpark.la>> | o. 213 663 1112

southpark.la <<http://www.southpark.la/>> | Facebook <<http://fb.com/SouthParkLosAngeles>> | Twitter <<https://twitter.com/southparkla>> | Instagram <<https://www.instagram.com/southparkla/>>

24/7 DISPATCH: 866-560-9346

From: Anita Artukovich <amartukovich@lee-associates.com>
<<mailto:amartukovich@lee-associates.com>> >
Date: Friday, July 20, 2018 at 5:57 PM
To: Ellen Riotto <ellen@southpark.la <<mailto:ellen@southpark.la>> >
Cc: Robin Bieker <robin@biekerco.com <<mailto:robin@biekerco.com>> >
>, Peter Bacci <pbacci@lee-associates.com <<mailto:pbacci@lee-associates.com>> >, Diana
Ochoa <dochoa@lee-associates.com <<mailto:dochoa@lee-associates.com>> >
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You too Ellen. Marvin has started with his electrician, painter, roofer, plumber and demo contractor and he will be at the building tomorrow. He really wants to make this deal with you and is forging ahead to make this building look great!

Anita M. Artukovich | Principal

License ID#00851588 <tel:00851588>

Lee & Associates | Commerce, Inc.

323.767.2103 <tel:323.767.2103> | Direct Line
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500 Citadel Drive, Suite 140 <x-apple-data-detectors://13/3>
Los Angeles, California 90040 <x-apple-data-detectors://13/3>

On Jul 20, 2018, at 5:31 PM, Ellen Riotto <ellen@southpark.la> <mailto:ellen@southpark.la> > wrote:

Thanks Anita. I have a call scheduled w my Board on Monday AM. Will give you a call later in the day on Monday to discuss.

Have a great weekend.

Ellen

Ellen Riotto

Executive Director

South Park BID

1100 S Flower St, #3400, Los Angeles, CA 90015 <x-apple-data-detectors://0/1>

o. 213-663-1112 <tel:213-663-1112>

24/7 <x-apple-data-detectors://1> : 866-560-9346
<tel:866-560-9346>

Sent from my iPhone

On Jul 20, 2018, at 2:28 PM, Anita Artukovich
<amartukovich@lee-associates.com> <mailto:amartukovich@lee-associates.com> > wrote:

Hi Ellen,

Attached is a counter from the Lessor. Please
review and call me to discuss

There is room in this to negotiate!

Anita M. Artukovich | Principal

Lee & Associates, Inc.

323.767.2103 <tel:323.767.2103> | Direct Line

323.767.2056 <tel:323.767.2056> | Direct Fax

213.595.8484 <tel:213.595.8484> | Cell

amartukovich@lee-associates.com

[<mailto:amartukovich@lee-associates.com>](mailto:amartukovich@lee-associates.com) | Email

Begin forwarded message:

From: Erin Serrano <eserrano@lee-associates.com

[<mailto:eserrano@lee-associates.com>](mailto:eserrano@lee-associates.com) >

Date: July 20, 2018 at 1:58:33 PM PDT

To: Anita Artukovich <[amartukovich@lee-](mailto:amartukovich@lee-associates.com)

[associates.com](mailto:amartukovich@lee-associates.com) [<mailto:amartukovich@lee-](mailto:amartukovich@lee-associates.com)

[<mailto:amartukovich@lee-](mailto:amartukovich@lee-associates.com)

Subject: Lease-BID 1150 Hope 7-18-18.pdf

Erin Serrano

Administrative Assistant

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eserrano@lee-associates.com [\[<mailto:eserrano@lee-\]\(mailto:eserrano@lee-associates.com\)](mailto:eserrano@lee-</p></div><div data-bbox=)

<image001.png>

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